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Message Text

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PAGE 01 DOHA 00145 011150Z
ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 ITC-01 CIAE-00 INR-07 NSAE-00
/027 W
----------114189 012310Z /72
R 011101Z FEB 78
FM AMEMBASSY DOHA
TO USDOC WASHDC
INFO SECSTATE WASHDC 3347

UNCLAS DOHA 145

E.O. 11652: N/A
TAGS: BDIS, QA, US
SUBJECT: POSSIBLE TRADE DISPUTE INVOLVING US FIRM - SANASHARK TRADING COMPANY VS. SUPREME EXPORT COMPANY

1. EMBASSY HAS BEEN INFORMED BY MR. KHALID AHMAD SAID, MANAGING DIRECTOR OF SANASHARK TRADING COMPANY, OF PROBLEM WHICH MAY DEVELOP INTO TRADE COMPLAINT. DISPUTE INVOLVES ORDER OF 12,000 U. S. GALLONS 20W50 MOTOR OIL FROM SUPREME EXPORT COMPANY (ADDRESS GIVEN PARA SIX). SUPREME EXPORT COMPANY ISSUED PRO FORMA INVOICE QUOTING PRICE OF $31,950 FOR SHIPMENT (SUPREME INVOICE NUMBER 166R DATED APRIL 11, 1977). SANASHARK OPENED L/C NUMBER DH/77463 APRIL 26, 1977 IN FAVOR OF SUPREME EXPORT THROUGH BANK AL-MASHREK.

2. SANASHARK REP CLAIMS THAT AFTER FOUR MONTHS CORRESPONDENCE SUPREME EXPORT COMPANY STARTED TO MAKE CHANGES IN SHIPMENT SPECIFICATIONS AND SPECIFICATIONS OF CONTAINERS FOR MOTOR OIL, INCLUDING SWITCHING FROM METAL CANS TO PLASTIC CONTAINERS WITH PRESSURE SEAL. ACCORDING TO SAID, SUPREME COMPANY CONVINCED SANASHARK TO ACCEPT CHANGES ON BASIS OF DECREASING PRICE, BUT LATER ADDED $1 TO COST OF EACH CONTAINER. SANASHARK REP SAID HIS COMPANY ACCEPTED DEAL DESPITE ADDITIONAL COST BECAUSE THEIR DELIVERY DATES FOR MOTOR OIL WERE APPROACHING.

3. SANASHARK REP ALSO CLAIMS THAT CONSIGNMENT WAS TO BE SHIPPED
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IN THREE CONTAINERS ACCORDING TO INVOICE BUT THAT SHIPMENT ACTUALLY ARRIVED IN FOUR CONTAINERS AND THEREFORE SANASHARK HAS BEEN BILLED FOR ADDITIONAL $3,300 IN FREIGHT COSTS.

4. ON ARRIVAL OF GOODS, SANASHARK REP CONTENDS THAT EACH CONTAINER CONTAINED 3.05 LITERS RATHER THAN AGREED UPON 3.78 LITERS (EQUALS ONE GALLON). ACCORDING TO SAID, SANASHARK CUSTOMERS REFUSED TO

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ACCEPT CONSIGNMENT DUE TO 20 PERCENT REDUCTION IN VOLUME PER CONTAINER. SAID ALSO SAID THAT CONTAINERS WERE NOT THE TYPE SPECIFIED AND WERE UNSEALED ON ARRIVAL.

5. SANASHARK HAS REQUESTED THAT SUPREME EXPORT PROVIDE ADDITIONAL MOTOR OIL TO MAKE UP FOR A 20 PERCENT SHORTAGE OR RETURN OF 20 PERCENT OF AMOUNT PAID.

6. ADDRESSES: SANASHARK TRADING COMPANY, P.O. BOX 1141, DOHA, QATAR, ARABIAN GULF; PHONE: 22286; TELEX: 2482 DH; ATTENTION OF KHALID AHMAD SAID, MANAGING DIRECTOR. SUPREME EXPORT COMPANY, 521 5TH AVENUE, NEW YORK 10017; PHONE: (212) 727-0183; CABLE ADDRESS: MODECOM NEW YORK.

7. ACTION REQUESTED: PLEASE CONTACT SUPREME EXPORT COMPANY TO DETERMINE STATUS OF CASE AND INFORM EMBASSY AS SOON AS POSSIBLE.
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Message Attributes

Automatic Decaptioning: X
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Disposition Approved on Date:
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TAGS: BDIS, QA, US
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